

Welcome to our winter newsletter

What's the latest?

The number of fixed rate mortgages that **do not have an arrangement fee has more than DOUBLED** during the past year according to financial information group Moneyfacts. At the point of writing, my sourcing system showed a total of **21,295 different rates and schemes**, of these **3,926 had no lender arrangement fees**. There has been a steady increase in the number of schemes on offer from around 25,000 pre-recession, down to about 2,000 back in 2008/9 but now back up to 5 digits again. With new lenders coming into the market and rates **starting from sub 1.3%** too.

I know I keep banging on about it but really it has never been a better time to remortgage. We still frequently

come across people who are sat on the lenders' variable rate and **think 3-5% is a good rate!** Many don't even know what rate they are paying. **This is throwing money at the banks for no reason.** I would implore you to **call us to discuss the situation** if you haven't redone the mortgage recently, or if it is about to come up for renegotiation and please....**don't call the bank, call the Browns!** (new strapline alert). We will **source the options for you**, talk to you about **features you maybe didn't realise were available** and **guide you** through the process, saving you the



time and hassle (and sometimes pain) **of dealing direct!** With the changing regulatory market place **we are best placed to make this as painless as possible** for you.

Of course, it may not just be a simple remortgage, you may want to borrow extra for **home improvements**, purchase a **buy to let**, **repay other commitments**, **restructure** the term or **move home**. We can help whatever the need.

OTHER MATTERS

Help to Buy – Shared Equity is continuing into the new year but Help to Buy Mortgage Guarantee is due to finish at the end of 2016. Shared Ownership also continues.

Taxation and second properties – The changed laws relating to Stamp Duty mean a 2nd property will now attract an additional 3% stamp duty. Additionally, from April 2017 (on a phased basis over 4 years) landlords have been further hit in that interest on finance can only be off-set at the basic rate of tax against rent received, also the general wear and tear allowance has been withdrawn too.

Buy to let activity spiked in the early part of the year and is still strong but is being affected by these changes and also an increased rental stress rate calculation requirement by the FCA (lenders all

changing criteria as we speak). Later in September 2017 there are further changes relating to portfolios of over four properties too. It would be wise to look at your financing before this time.

The result of the **EU referendum** was unexpected and has had some influence already – Sterling currency value amongst other things. I think we all accept that there will be additional aspects of our economy and finances that will be further influenced as the move to exit advances (maybe another reason to review finances and the structure/scheme on the mortgage?).

New Website hopefully you have seen our newly revamped website, please see www.sbms-online.co.uk and let us know what you think.

Finally, thanks to those of you who do

As I always say in these newsletters, we are **grateful** for any **referrals** and **repeat business** you give us. There is nothing more reassuring than getting a recommendation from someone or a call from a client we haven't spoken to in a while.

Please remember us and the fact that I will always try to do the best by anyone we deal with. **I try to be 'long haul' rather than 'quick buck'.**

As always, please call me to discuss anything at all, really **I would rather you called me to discuss something than assume I can't help** (or wouldn't want to).

I can always be contacted on **07710 770969** or emailed at advice@sbms-online.co.uk

Best regards,
Stuart



So what have we been up to since our last flyer?

Firstly, Mum would like to say she is sorry that she has not done anything eventful for us to write about this year, I think she has run out of daredevil things to try after racing around Silverstone in a sports car, hot air balloon rides and 4 seater plane rides, she said she won't do anything on water, maybe she is slowing down a bit now she is 81 (shh say it quietly).



The girls are now in year 6 and 7, Emily has just turned 12 and is growing up way too fast, it is very rare to see her without an apple in her hand (unfortunately it's not a Golden Delicious or Granny Smith!). When their friends come round the first question any of them ask is "what's the Wi-Fi password" or "where the Xbox controller", long gone are the days where they wanted to play with tea sets and dolls, or do 'dressing up'.



Lucy will be 11 in April and is learning the oboe at school, lovely as it is for her to be learning a musical instrument I do think the oboe we have is faulty, there is nowhere to plug the headphones in and it certainly only has one volume, extremely loud!!

Both girls had a birthday party at Quasar in Hemel Hempstead this year, I think Sharon secretly enjoyed it as much as them, there is nothing better for stress relief than running around shooting small children with a laser gun (should you admit that Sharon?).



We gave up camping a few years ago favouring the luxury of holiday cottages instead, this year we thought we would venture further afield and for the first time since setting up the business and having the

girls we thought we might go abroad.

We enjoyed short trips to Barcelona in May, such a lovely city and it is never quiet, our room looked straight out at the Segrada Familia.

In July we went to France on the Euro tunnel and stayed in Honfleur which was very picturesque but very touristy (and full of Italian restaurants?!).

Then in October we went to Fuerteventura for a few days of winter sun, we did a jeep safari and visited a dormant volcano, it was very strange packing shorts and sandals etc for the girls when it was freezing at home. Apparently they close the schools over there if it rains! One day we were by the pool sipping gin and tonics (us, not the girls) the next day back home in time for Halloween and Bonfire Night, very strange indeed.



Anyway the Browns would like to wish you all a very **Merry Christmas and a Prosperous New Year!**

As a reminder of the services we offer:

- Independent mortgage advice
- Independent insurance advice including:
 - Life Assurance
 - Critical illness
 - Accident and Sickness
 - Unemployment
 - Income Protection
 - Private Medical InsuranceCover can be arranged to protect family as well as a mortgage.
- Buildings and contents insurance
- We can recommend Conveyancer, Solicitor and EPC provider
- IFA services including pensions and investments
- Loans and bridging
- Will service
- Commercial and business enquiries
- Credit file service



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An old lady goes to the doctor and says, "I have this problem with frequent gas. Fortunately, they never smell and are always silent. As a matter of fact, I've farted at least 10 times since I've been here, and I bet you didn't even notice!"

The doctor says, "I see. Take these pills and come back next week."

The next week the old lady returns. "Doctor," she says, "I don't know what the hell you gave me, but now my silent farts stink like the dickens."

The doctor says, "Good! Now that we've cleared up your sinuses, let's work on your hearing."

I said to this train driver: "I want to go to Paris." He said: "Eurostar?" I said: "I've been on telly but I'm no Dean Martin."

I changed my iPod's name to Titanic. It's syncing now.

What do you call a dinosaur with an extensive vocabulary. A thesaurus.

I got a job at a bakery because I kneaded dough.

IT'S A BOY" I shouted "A BOY, I DON'T BELIEVE IT, IT'S A BOY". And with tears streaming down my face I swore I'd never visit another Thai Brothel!

FOR ANY FINANCIAL ADVICE
PLEASE CONTACT US ON

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